



AgHeritage Farm Credit Services, ACA

Quarterly Report
March 31, 2022

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following commentary reviews the consolidated financial condition and consolidated results of operations of AgHeritage Farm Credit Services, ACA and its subsidiaries, AgHeritage Farm Credit Services, FLCA and AgHeritage Farm Credit Services, PCA. This discussion should be read in conjunction with both the unaudited consolidated financial information and related notes included in this Quarterly Report as well as Management's Discussion and Analysis included in our Annual Report for the year ended December 31, 2021 (2021 Annual Report).

Due to the nature of our financial relationship with AgriBank, FCB (AgriBank), the financial condition and results of operations of AgriBank materially impact our members' investment. To request free copies of AgriBank financial reports or additional copies of our report, contact us at:

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FORWARD-LOOKING INFORMATION

Any forward-looking statements in this Quarterly Report are based on current expectations and are subject to uncertainty and changes in circumstances. Actual results may differ materially from expectations due to a number of risks and uncertainties. More information about these risks and uncertainties is contained in our 2021 Annual Report. We undertake no duty to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

AGRICULTURAL AND ECONOMIC CONDITIONS

The 2021 crop conditions in our area were generally good, which resulted in good yields for most producers. As we have been renewing operating loans for the 2022 crop season, we have observed that a large majority of our producers realized positive cash flows for 2021. Although input costs are expected to be higher for 2022 due to inflation, commodity prices have increased significantly in recent months, which should help offset the majority of the increased input costs. If current conditions remain in place, we expect most producers will be able to realize positive cash flows in 2022. Real estate values in our area have been increasing. We expect credit quality to remain stable for our portfolio.

LOAN PORTFOLIO

Loan Portfolio

Total loans were \$1.9 billion at March 31, 2022, an increase of \$9.7 million from December 31, 2021.

Portfolio Credit Quality

The credit quality of our portfolio improved from December 31, 2021. Adversely classified loans decreased to 0.8% of the portfolio at March 31, 2022, from 1.7% of the portfolio at December 31, 2021. Adversely classified loans are loans we have identified as showing some credit weakness according to our credit standards. We have considered portfolio credit quality in assessing the reasonableness of our allowance for loan losses.

In certain circumstances, government agency guarantee programs are used to reduce the risk of loss. At March 31, 2022, \$16.6 million of our loans were substantially guaranteed under these government programs.

Risk Assets

Components of Risk Assets

(dollars in thousands)	March 31, 2022	December 31, 2021
As of:		
Loans:		
Nonaccrual	\$ 1,689	\$ 3,712
Accruing restructured	--	--
Accruing loans 90 days or more past due	--	--
Total risk loans	1,689	3,712
Other property owned	--	--
Total risk assets	\$ 1,689	\$ 3,712
Total risk loans as a percentage of total loans	0.1%	0.2%
Nonaccrual loans as a percentage of total loans	0.1%	0.2%
Current nonaccrual loans as a percentage of total nonaccrual loans	88.2%	59.0%
Total delinquencies as a percentage of total loans	0.2%	0.3%

Note: Accruing loans include accrued interest receivable.

Our risk assets have decreased from December 31, 2021, and have remained at acceptable levels. Total risk loans as a percentage of total loans were well within our established risk management guidelines.

The decrease in nonaccrual loans was primarily due to principal paydowns, payoffs, or charge-offs on nonaccrual loans for the three months ended March 31, 2022. Nonaccrual loans remained at an acceptable level at March 31, 2022, and December 31, 2021.

Allowance for Loan Losses

The allowance for loan losses is an estimate of losses on loans inherent in our portfolio as of the financial statement date. We determine the appropriate level of allowance for loan losses based on periodic evaluation of factors such as loan loss history, estimated probability of default, estimated loss severity, portfolio quality, and current economic and environmental conditions.

Allowance Coverage Ratios

As of:	March 31, 2022	December 31, 2021
Allowance as a percentage of:		
Loans	0.5%	0.5%
Nonaccrual loans	582.1%	264.6%
Total risk loans	582.1%	264.6%

In our opinion, the allowance for loan losses was reasonable in relation to the risk in our loan portfolio at March 31, 2022. The increase in the allowance as a percentage of nonaccrual and total risk loans was primarily due to principal paydowns, payoffs, or charge-offs on nonaccrual loans for the three months ended March 31, 2022.

RESULTS OF OPERATIONS

Profitability Information

(dollars in thousands)	2022	2021
For the three months ended March 31		
Net income	\$ 10,234	\$ 9,404
Return on average assets	2.1%	2.1%
Return on average members' equity	10.4%	10.5%

Changes presented in the profitability information chart relate directly to:

- Changes in income discussed in this section
- Changes in assets discussed in the Loan Portfolio section
- Changes in capital discussed in the Funding, Liquidity, and Capital section

Changes in Significant Components of Net Income

(in thousands)			Increase (decrease) in net income
For the three months ended March 31	2022	2021	
Net interest income	\$ 12,692	\$ 11,341	\$ 1,351
Non-interest income	3,024	3,115	(91)
Non-interest expense	5,402	4,871	(531)
Provision for income taxes	80	181	101
Net income	<u>\$ 10,234</u>	<u>\$ 9,404</u>	<u>\$ 830</u>

Net Interest Income

Changes in Net Interest Income

(in thousands)		
For the three months ended March 31	2022 vs 2021	
Changes in volume	\$	1,175
Changes in interest rates		(22)
Changes in nonaccrual income and other		198
Net change	<u>\$</u>	<u>1,351</u>

Non-Interest Expense

The change in non-interest expense was primarily related to increases in salaries and employee benefits expense and other operating expense.

Salaries and Employee Benefits: The increase in salaries and employee benefits was due to an increase in staffing levels and incentive compensation expense.

Other Operating Expense: The increase in other operating expenses was due to an increase in compensation and travel related expenses for our Board of Directors, an increase in travel related expenses for employees, and an increase in loan servicing costs specifically related to lien searches and capital markets fees.

FUNDING, LIQUIDITY, AND CAPITAL

We borrow from AgriBank, under a note payable, in the form of a line of credit. Our note payable is scheduled to mature on May 31, 2024. We intend to renegotiate the note payable no later than the maturity date. The repricing attributes of our line of credit generally correspond to the repricing attributes of our loan portfolio, which significantly reduces our market interest rate risk. Due to the cooperative structure of the Farm Credit System and as we are a stockholder of AgriBank, we expect this borrowing relationship to continue into the foreseeable future. Our other source of lendable funds is from equity.

The components of cost of funds associated with our note payable include:

- A marginal cost of debt component
- A spread component, which includes cost of servicing, cost of liquidity, and bank profit
- A risk premium component, if applicable

We were not subject to a risk premium at March 31, 2022, or December 31, 2021.

Total members' equity increased \$8.4 million from December 31, 2021, primarily due to net income for the period partially offset by patronage distribution accruals.

The Farm Credit Administration (FCA) Regulations require us to maintain minimums for our common equity tier 1, tier 1 capital, total capital, and permanent capital risk-based capital ratios. In addition, the FCA requires us to maintain minimums for our non-risk-adjusted ratios of tier 1 leverage and unallocated retained earnings and equivalents leverage. Refer to Note 7 in our 2021 Annual Report for a more complete description of these ratios. Effective January 1, 2022, the FCA regulations slightly modified the calculation of the unallocated retained earnings and equivalents leverage ratio to include certain additional deductions. The modification did not have a material impact on this ratio.


Regulatory Capital Requirements and Ratios

As of:	March 31, 2022	December 31, 2021	Regulatory Minimums	Capital Conservation Buffer	Total
Risk-adjusted:					
Common equity tier 1 ratio	16.3%	16.2%	4.5%	2.5%	7.0%
Tier 1 capital ratio	16.3%	16.2%	6.0%	2.5%	8.5%
Total capital ratio	16.7%	16.7%	8.0%	2.5%	10.5%
Permanent capital ratio	16.4%	16.3%	7.0%	N/A	7.0%
Non-risk-adjusted:					
Tier 1 leverage ratio	17.8%	17.5%	4.0%	1.0%	5.0%
Unallocated retained earnings and equivalents leverage ratio	17.7%	18.6%	1.5%	N/A	1.5%

Capital ratios are directly impacted by the changes in capital, as more fully explained in this section, the changes in assets, as discussed in the Loan Portfolio section, and off-balance sheet commitments, as disclosed in Note 11 in our 2021 Annual Report.

CERTIFICATION

The undersigned have reviewed the March 31, 2022, Quarterly Report of AgHeritage Farm Credit Services, ACA, which has been prepared under the oversight of the Audit Committee and in accordance with all applicable statutory or regulatory requirements. The information contained herein is true, accurate, and complete to the best of our knowledge and belief.



Jerry Burkett
Chairperson of the Board
AgHeritage Farm Credit Services, ACA



Gregory W. Cole
President and Chief Executive Officer
AgHeritage Farm Credit Services, ACA



Kenneth L. Sumner
Senior Vice President and Chief Financial Officer
AgHeritage Farm Credit Services, ACA

May 10, 2022

CONSOLIDATED STATEMENTS OF CONDITION

AgHeritage Farm Credit Services, ACA

(in thousands)

(Unaudited)

As of:	March 31, 2022	December 31, 2021
ASSETS		
Loans	\$ 1,937,037	\$ 1,927,312
Allowance for loan losses	9,832	9,823
Net loans	1,927,205	1,917,489
Investment in AgriBank, FCB	46,626	46,626
Investment securities	228	315
Accrued interest receivable	18,798	24,138
Deferred tax assets, net	37	66
Other assets	15,527	16,280
Total assets	\$ 2,008,421	\$ 2,004,914
LIABILITIES		
Note payable to AgriBank, FCB	\$ 1,598,492	\$ 1,595,805
Accrued interest payable	5,628	5,726
Patronage distribution payable	1,874	7,000
Other liabilities	6,102	8,503
Total liabilities	1,612,096	1,617,034
Contingencies and commitments (Note 4)		
MEMBERS' EQUITY		
Capital stock and participation certificates	3,370	3,324
Unallocated surplus	394,172	385,814
Accumulated other comprehensive loss	(1,217)	(1,258)
Total members' equity	396,325	387,880
Total liabilities and members' equity	\$ 2,008,421	\$ 2,004,914

The accompanying notes are an integral part of these Consolidated Financial Statements.

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

AgHeritage Farm Credit Services, ACA

(in thousands)

(Unaudited)

For the period ended March 31	Three Months Ended	
	2022	2021
Interest income	\$ 18,320	\$ 16,726
Interest expense	5,628	5,385
Net interest income	12,692	11,341
Provision for credit losses	--	--
Net interest income after provision for credit losses	12,692	11,341
Non-interest income		
Patronage income	1,948	2,134
Financially related services income	15	14
Fee income	932	964
Other non-interest income	129	3
Total non-interest income	3,024	3,115
Non-interest expense		
Salaries and employee benefits	3,030	2,816
Other operating expense	2,362	2,052
Other non-interest expense	10	3
Total non-interest expense	5,402	4,871
Income before income taxes	10,314	9,585
Provision for income taxes	80	181
Net income	\$ 10,234	\$ 9,404
Other comprehensive income		
Employee benefit plans activity	\$ 41	\$ 36
Total other comprehensive income	41	36
Comprehensive income	\$ 10,275	\$ 9,440

The accompanying notes are an integral part of these Consolidated Financial Statements.

CONSOLIDATED STATEMENTS OF CHANGES IN MEMBERS' EQUITY

AgHeritage Farm Credit Services, ACA

(in thousands)

(Unaudited)

	Capital Stock and Participation Certificates	Unallocated Surplus	Accumulated Other Comprehensive Loss	Total Members' Equity
Balance at December 31, 2020	\$ 3,093	\$ 351,796	\$ (1,216)	\$ 353,673
Net income	--	9,404	--	9,404
Other comprehensive income	--	--	36	36
Unallocated surplus designated for patronage distributions	--	(1,548)	--	(1,548)
Capital stock and participation certificates issued	134	--	--	134
Capital stock and participation certificates retired	(56)	--	--	(56)
Balance at March 31, 2021	\$ 3,171	\$ 359,652	\$ (1,180)	\$ 361,643
Balance at December 31, 2021	\$ 3,324	\$ 385,814	\$ (1,258)	\$ 387,880
Net income	--	10,234	--	10,234
Other comprehensive income	--	--	41	41
Unallocated surplus designated for patronage distributions	--	(1,876)	--	(1,876)
Capital stock and participation certificates issued	97	--	--	97
Capital stock and participation certificates retired	(51)	--	--	(51)
Balance at March 31, 2022	\$ 3,370	\$ 394,172	\$ (1,217)	\$ 396,325

The accompanying notes are an integral part of these Consolidated Financial Statements.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

NOTE 1: ORGANIZATION AND SIGNIFICANT ACCOUNTING POLICIES

The accompanying unaudited Consolidated Financial Statements contain all adjustments necessary for a fair presentation of the interim financial information and conform to generally accepted accounting principles in the United States of America (GAAP) and the prevailing practices within the financial services industry. This interim Quarterly Report is prepared based upon statutory and regulatory requirements and in accordance with GAAP. However, certain disclosures required by GAAP are omitted. The results of the three months ended March 31, 2022, are not necessarily indicative of the results to be expected for the year ending December 31, 2022. The interim financial statements and the related notes in this Quarterly Report should be read in conjunction with the Consolidated Financial Statements and related notes included in our Annual Report for the year ended December 31, 2021 (2021 Annual Report).

The Consolidated Financial Statements present the consolidated financial results of AgHeritage Farm Credit Services, ACA and its subsidiaries AgHeritage Farm Credit Services, FLCA and AgHeritage Farm Credit Services, PCA. All material intercompany transactions and balances have been eliminated in consolidation.

Recently Issued or Adopted Accounting Pronouncements

We have assessed the potential impact of accounting standards that have been issued by the Financial Accounting Standards Board (FASB) and have determined the following standards to be applicable to our business. While we are a nonpublic entity, our financial results are closely related to the performance of the combined Farm Credit System. Therefore, we typically adopt accounting pronouncements in alignment with other System institutions.

Standard and effective date	Description	Adoption status and financial statement impact
In June 2016, the FASB issued Accounting Standards Update (ASU) 2016-13 "Financial Instruments - Credit Losses (Topic 326): Measurement of Credit Losses on Financial Instruments." The guidance was originally effective for non-U.S. Securities Exchange Commission filers for our first quarter of 2021. In November 2019, the FASB issued ASU 2019-10 which amended the mandatory effective date for this guidance for certain institutions. We have determined we qualify for the deferral of the mandatory effective date. As a result of the change, the standard is effective for our first quarter of 2023 and early adoption is permitted.	The guidance replaces the current incurred loss impairment methodology with a methodology that reflects expected credit losses and requires consideration of a broader range of reasonable and supportable information to determine credit loss estimates. Credit losses relating to available-for-sale securities would also be recorded through an allowance for credit losses.	We expect to adopt the standard as of January 1, 2023. We have completed development and validation of our model to estimate credit losses for our loan portfolio. Processes and internal controls related to the model and the estimation of credit losses for loans are currently being designed. We are also evaluating the impact of the standard as it relates to our investment portfolio. We are in the process of drafting disclosures and accounting policies. The extent of the impact on our financial statements will depend on economic conditions, forecasts and the composition of our loan and investment portfolios at the time of adoption.
In March 2022, the FASB issued ASU 2022-02 "Financial Instruments - Credit Losses (Topic 326): Troubled Debt Restructurings and Vintage Disclosures." The guidance is effective at the same time that ASU 2016-13 is adopted.	This guidance eliminates the accounting guidance for troubled debt restructurings by creditors in Subtopic 310-40, Receivables - Troubled Debt Restructurings by Creditors, while enhancing disclosure requirements for certain loan refinancings and restructurings.	We intend to adopt the standard concurrently with the adoption of ASU 2016-13 as amended. The adoption of this guidance is not expected to have a material impact on our financial statements, but will modify certain disclosures required under ASU 2016-13.

NOTE 2: LOANS AND ALLOWANCE FOR LOAN LOSSES

Loans by Type

(dollars in thousands)

As of:	March 31, 2022		December 31, 2021	
	Amount	%	Amount	%
Real estate mortgage	\$ 1,084,101	55.9%	\$ 1,096,717	56.9%
Production and intermediate-term	450,824	23.3%	477,736	24.8%
Agribusiness	330,611	17.1%	286,442	14.9%
Other	71,501	3.7%	66,417	3.4%
Total	\$ 1,937,037	100.0%	\$ 1,927,312	100.0%

The other category is primarily composed of rural infrastructure and rural residential real estate loans.

Delinquency

Aging Analysis of Loans

(in thousands)	30-89 Days Past Due	90 Days or More Past Due	Total Past Due	Not Past Due or Less than 30 Days Past Due	Total
As of March 31, 2022					
Real estate mortgage	\$ 1,316	\$ 112	\$ 1,428	\$ 1,095,399	\$ 1,096,827
Production and intermediate-term	3,006	19	3,025	452,870	455,895
Agribusiness	--	--	--	331,515	331,515
Other	127	--	127	71,456	71,583
Total	\$ 4,449	\$ 131	\$ 4,580	\$ 1,951,240	\$ 1,955,820
As of December 31, 2021					
Real estate mortgage	\$ 926	\$ 1,358	\$ 2,284	\$ 1,108,672	\$ 1,110,956
Production and intermediate-term	2,539	32	2,571	483,875	486,446
Agribusiness	--	--	--	287,530	287,530
Other	186	--	186	66,315	66,501
Total	\$ 3,651	\$ 1,390	\$ 5,041	\$ 1,946,392	\$ 1,951,433

There were no loans 90 days or more past due and still accruing interest at March 31, 2022, or December 31, 2021.

Risk Loans

Risk loans are loans for which it is probable that all principal and interest will not be collected according to the contractual terms.

Risk Loan Information

(in thousands)	March 31, 2022	December 31, 2021
As of:		
Volume with specific allowance	\$ 43	\$ 66
Volume without specific allowance	1,646	3,646
Total risk loans	\$ 1,689	\$ 3,712
Total specific allowance	\$ 19	\$ 41
For the three months ended March 31	2022	2021
Income on accrual risk loans	\$ --	\$ 1
Income on nonaccrual loans	283	85
Total income on risk loans	\$ 283	\$ 86
Average risk loans	\$ 2,686	\$ 10,703

Note: Accruing loans include accrued interest receivable.

We had no material commitments to lend additional money to borrowers whose loans were classified as risk loans at March 31, 2022.

Troubled Debt Restructurings (TDRs)

In situations where, for economic or legal reasons related to the borrower's financial difficulties, we grant a concession for other than an insignificant period of time to the borrower that we would not otherwise consider, the related loan is classified as a TDR, also known as a formally restructured loan for regulatory purposes. A concession is generally granted in order to minimize economic loss and avoid foreclosure. Concessions vary by program and borrower and may include interest rate reductions, term extensions, payment deferrals, or an acceptance of additional collateral in lieu of payments. In limited circumstances, principal may be forgiven. Loans classified as TDRs are considered risk loans. All risk loans are analyzed within our allowance for loan losses. We record a specific allowance to reduce the carrying amount of the restructured loan to the lower of book value or net realizable value of collateral. There may be modifications made in the normal course of business that would not be considered TDRs.

There were no TDRs that occurred during the three months ended March 31, 2022, or 2021. Additionally, there were no TDRs that defaulted during the three months ended March 31, 2022, or 2021, in which the modification was within twelve months of the respective reporting period.

TDRs Outstanding		
(in thousands)	March 31,	December 31,
As of:	2022	2021
Total TDRs:		
Real estate mortgage	\$ 1	\$ 6
Other	362	370
Total TDRs	<u>\$ 363</u>	<u>\$ 376</u>

All TDRs outstanding at March 31, 2022, and December 31, 2021, were in nonaccrual status. There were no material commitments to lend to borrowers whose loans have been modified in a TDR at March 31, 2022.

Allowance for Loan Losses

Changes in Allowance for Loan Losses

(in thousands)	Three months ended March 31	
	2022	2021
Balance at beginning of period	\$ 9,823	\$ 10,919
Loan recoveries	28	4
Loan charge-offs	(19)	(983)
Balance at end of period	<u>\$ 9,832</u>	<u>\$ 9,940</u>

The "Provision for credit losses" in the Consolidated Statements of Comprehensive Income includes two components; a provision for loan losses and a provision for credit losses on unfunded commitments. For the three months ended March 31, 2022, and 2021, we recorded no provision for loan losses or credit losses. The accrued credit losses on unfunded commitments are recorded in "Other liabilities" in the Consolidated Statements of Condition. Typically, accrued credit losses are relieved and replaced with an allowance for loan loss as the related commitments are funded. As of March 31, 2022, and December 31, 2021, we had \$114 thousand of accrued credit losses.

NOTE 3: INVESTMENT SECURITIES

We held investment securities of \$228 thousand at March 31, 2022, and \$315 thousand at December 31, 2021. Our investment securities consisted of securities containing loans guaranteed by the Small Business Administration (SBA). All of our investment securities were fully guaranteed by the SBA at March 31, 2022, and December 31, 2021.

The investment securities have been classified as held-to-maturity. The investment portfolio is evaluated for other-than-temporary impairment. No investments within the portfolio were impaired at March 31, 2022, or December 31, 2021.

Additional Investment Securities Information

(dollars in thousands)	March 31,	December 31,
As of:	2022	2021
Amortized cost	\$ 228	\$ 315
Unrealized gains	5	8
Fair value	<u>\$ 233</u>	<u>\$ 323</u>
Weighted average yield	3.7%	3.8%

Investment income is recorded in "Interest income" in the Consolidated Statements of Comprehensive Income and totaled \$1 thousand and \$5 thousand for the three months ended March 31, 2022, and 2021, respectively.

NOTE 4: CONTINGENCIES AND COMMITMENTS

In the normal course of business, we have various contingent liabilities and commitments outstanding, primarily commitments to extend credit, which may not be reflected in the Consolidated Financial Statements. We do not anticipate any material losses because of these contingencies or commitments.

We may be named as a defendant in certain lawsuits or legal actions in the normal course of business. At the date of these Consolidated Financial Statements, our management team was not aware of any material actions. However, management cannot ensure that such actions or other contingencies will not arise in the future.

Refer to Note 11 in our 2021 Annual Report for additional detail regarding contingencies and commitments.

NOTE 5: FAIR VALUE MEASUREMENTS

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date in the principal or most advantageous market for the asset or liability. Accounting guidance also establishes a fair value hierarchy, with three input levels that may be used to measure fair value. Refer to Note 2 in our 2021 Annual Report for a more complete description of the three input levels.

We did not have any assets or liabilities measured at fair value on a recurring basis at March 31, 2022, or December 31, 2021.

Non-Recurring Basis

We may be required, from time to time, to measure certain assets at fair value on a non-recurring basis.

Assets Measured at Fair Value on a Non-Recurring Basis				
(in thousands)				
As of March 31, 2022	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Impaired loans	\$ --	\$ --	\$ 24	\$ 24
As of December 31, 2021				
	Fair Value Measurement Using			Total Fair Value
	Level 1	Level 2	Level 3	
Impaired loans	\$ --	\$ --	\$ 27	\$ 27

Valuation Techniques

Impaired Loans: Represents the carrying amount of loans which were evaluated for individual impairment based on the appraised value of the underlying collateral. When the value of the collateral, less estimated costs to sell, is less than the principal balance of the loan, a specific reserve is established. Costs to sell represent transaction costs and are not included as a component of the asset's fair value. If the process uses observable market-based information, they are classified as Level 2. If the process requires significant input based on management's knowledge of and judgment about current market conditions, specific issues relating to the collateral and other matters, they are classified as Level 3.

NOTE 6: SUBSEQUENT EVENTS

We have evaluated subsequent events through May 10, 2022, which is the date the Consolidated Financial Statements were available to be issued. On May 1, 2022, we purchased the loan portfolio of Delta Agricultural Credit Association for approximately \$32.6 million, which included accrued interest and adjustments to fair value. As a result of the purchase, we acquired approximately \$32.8 million in loans and accrued interest. Approximately 96.5% of the loans acquired were categorized as having acceptable credit quality. There have been no other material subsequent events that would require recognition in our Quarterly Report or disclosure in the Notes to Consolidated Financial Statements.